

Welcome!

Today's webinar will begin at 10 am.
For help with technical difficulties call 707.826.3916

We welcome your questions about today's topic.
Please submit questions through the chat box.

The Procurement Technical Assistance Center (PTAC) is funded in part through a cooperative agreement with the Defense Logistics Agency.



FEMA & Navy Contracting in the COVID-19 Environment Q&A

The Procurement Technical Assistance Center (PTAC) is funded in part through a cooperative agreement with the Defense Logistics Agency.



Norcal PTAC

Northern California Procurement Technical Assistance Center



One-on-one
counseling



Workshops
and webinars

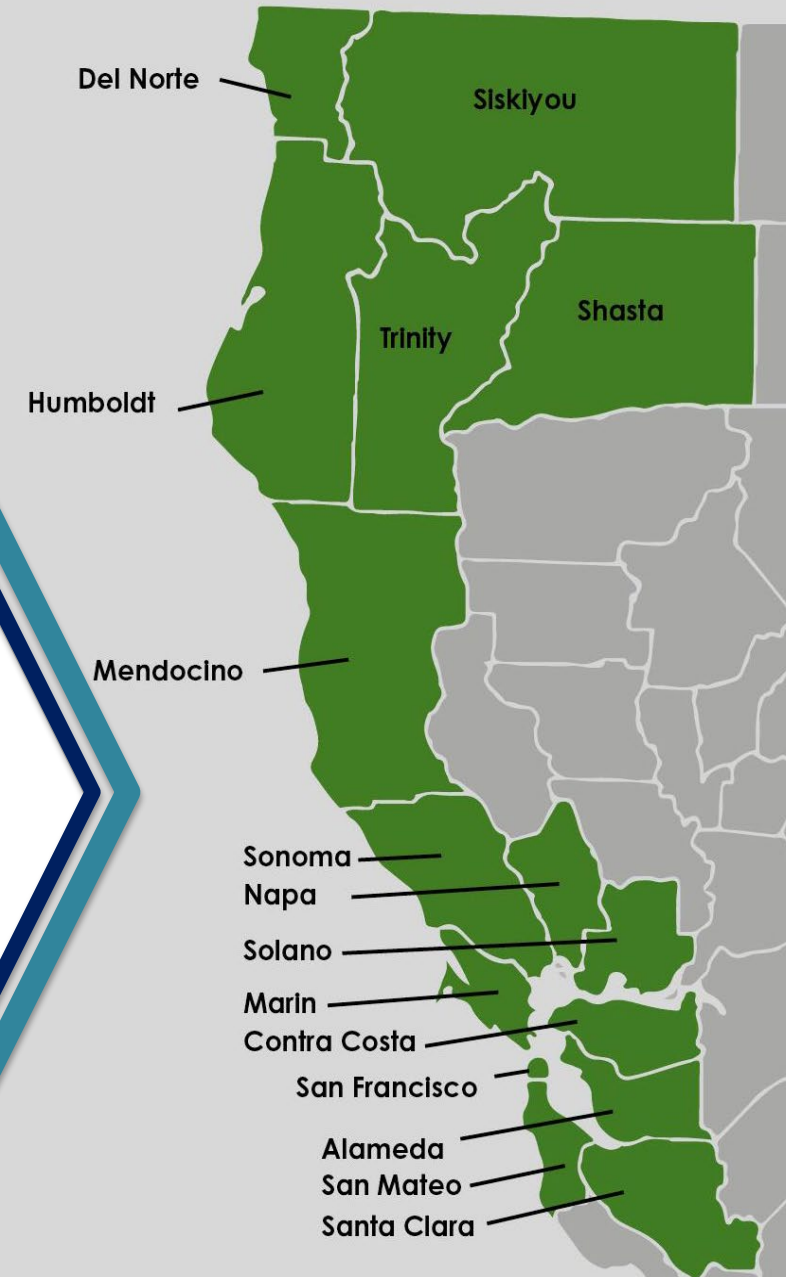


Bid-matching
services

In Fiscal Year 2018-2019, Norcal PTAC clients won
more than \$268 million in government contract awards!

Sign up at www.norcalptac.org

Or find your local PTAC at www.aptac-us.org/find-a-ptac



Your Hosts



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► Apply for Norcal PTAC no-cost services [HERE](#)

► Find COVID-19 Resources for Government Contractors [HERE](#)

Disclosure

The information provided herein is accurate to the best of my ability at the time of this presentation. Some or all of the provisions mentioned herein could or may be changed by the current administration, with or without prior notice.



Contracting in the COVID-19 Environment

- ▶ **The Government is still buying and open for business**
- ▶ **Focus is on “Essential Items” via Emergency Declaration FAR 18.2 (In effect until July 1, 2020)**
 - Accelerating procurements by minimizing competition
 - Increased Micro-purchase \$20K and Simplified Acquisition Thresholds \$750K
 - BPA Calls, Ability One
 - Market Research is more important than ever!
 - **Use COVID-19 code (P20C) to track acquisitions**
 - Small business set-asides are suspended
 - **8(a) – Can request temporary Program Suspension 13 CFR 124.305(h)(1)(iii)**
 - **HUBZone – Can telework (March 20th Guidance from OMB)**

Contracting in the COVID-19 Environment

► Non-Essential Items

- For submitted bids/contracts– You will be asked to extend your pricing
 - **Allows modification of delivery schedules**
 - **No financial relief**
 - **Document, document**
 - **Set up an accounting code to collect costs for delays in your financial system**
- New Procurements- Many will be for Essential Items

Contracting in the COVID-19 Environment

What May Happen

- ▶ **Stop work orders; possible Request for Equitable Adjustment (REA)**
- ▶ **Force Majeure**
 - Federal – Excusable Delays
 - State – Cal. Civ. Code § 3526
- ▶ **If you have government clients, keep communication lines open**

Contracting in the COVID-19 Environment

State of California


- ▶ **March 4, 2020 Proclamation of State Emergency**
- ▶ **Government Code and Public Contract Code changes**
- ▶ **Emergency Purchasing Guidance**
 - Purchasing authority dollar thresholds suspended related to COVID 19
 - Encouraged to use Leveraged Purchase Agreements
 - **(CMAS, Statewide MSA's and Cooperative Agreements)**
 - Multiple quotes not required
 - Departments encouraged to use SB/DVBE
 - Cal-Card limits waived for emergency purchases

Navy





Department of the Navy Office of Small Business Programs



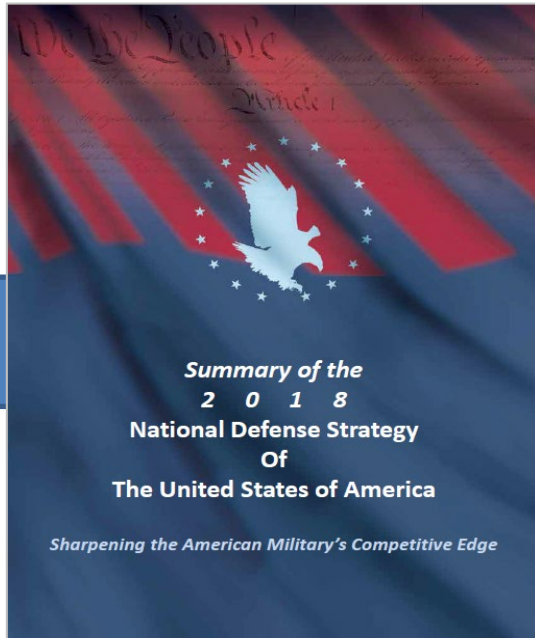
Department of the Navy Office of Small Business Programs

Mr. Jimmy D. Smith
Director
Office of Small Business Programs

*“Small Business...
The First Option”*

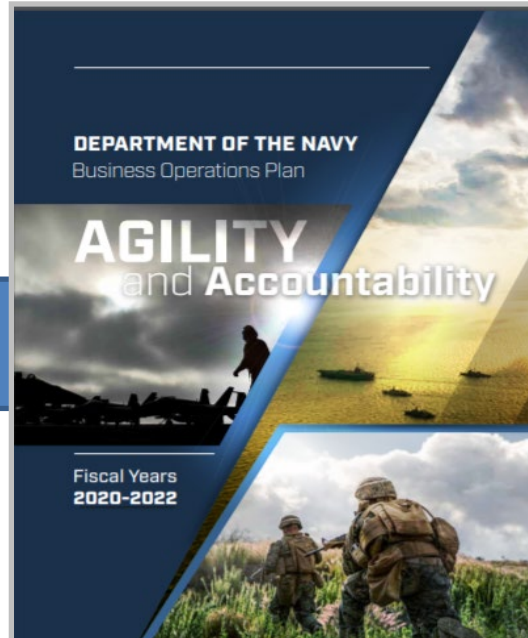
Strategic Alignment

Department of the Navy Office of Small Business Programs



Three Lines of Effort

1. Lethality
2. Strengthen Alliances
3. Greater Performance and Affordability



Three Priorities

1. People
2. Capabilities
3. Processes



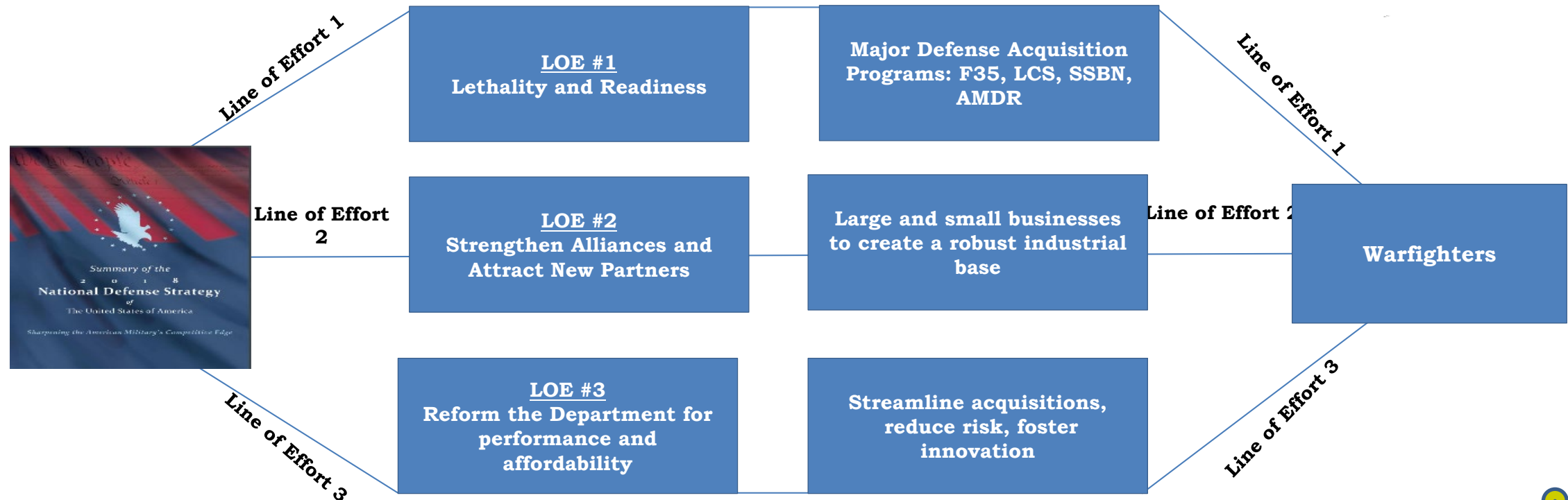
Three Focus Areas

1. People
2. Capabilities
3. Processes



Small Business and the Industrial Base

Department of the Navy Office of Small Business Programs



DoD contracting environment highly complex and barriers to entry continue to accrue (i.e. CMMC, Category Management, etc.)



FY19 By The Numbers

Department of the Navy Office of Small Business Programs



Data based on FPDS-NG Small Business Achievements by Awarding Organization Report for FY19 validated data as of 20 February 2020. Small Business and Socioeconomic Group awards include "Double Credited" awards for Local Area Set-Aside and Puerto Rican headquartered transactions.



Small Business Leaders at the 10 Navy Major Buying Commands

Department of the Navy Office of Small Business Programs



Ms. Arveice Washington
Deputy Director
Department of the Navy Office of Small
Business Programs



**HQ Marine Corps
I&L**
Mr. Carlton Hagans



MCSC
Mr. Kyle Beagle



MSC
Ms. Leah Baker



NAVAIR
Mr. Shelby Butler



NAVFAC
Ms. Bianca Henderson



NAVSEA
Ms. Anne Bannister



NAVSUP
Mr. Chris Espenshade



NAVWAR
Mr. Daniel Deconzo



ONR
Ms. Brenda Pickett

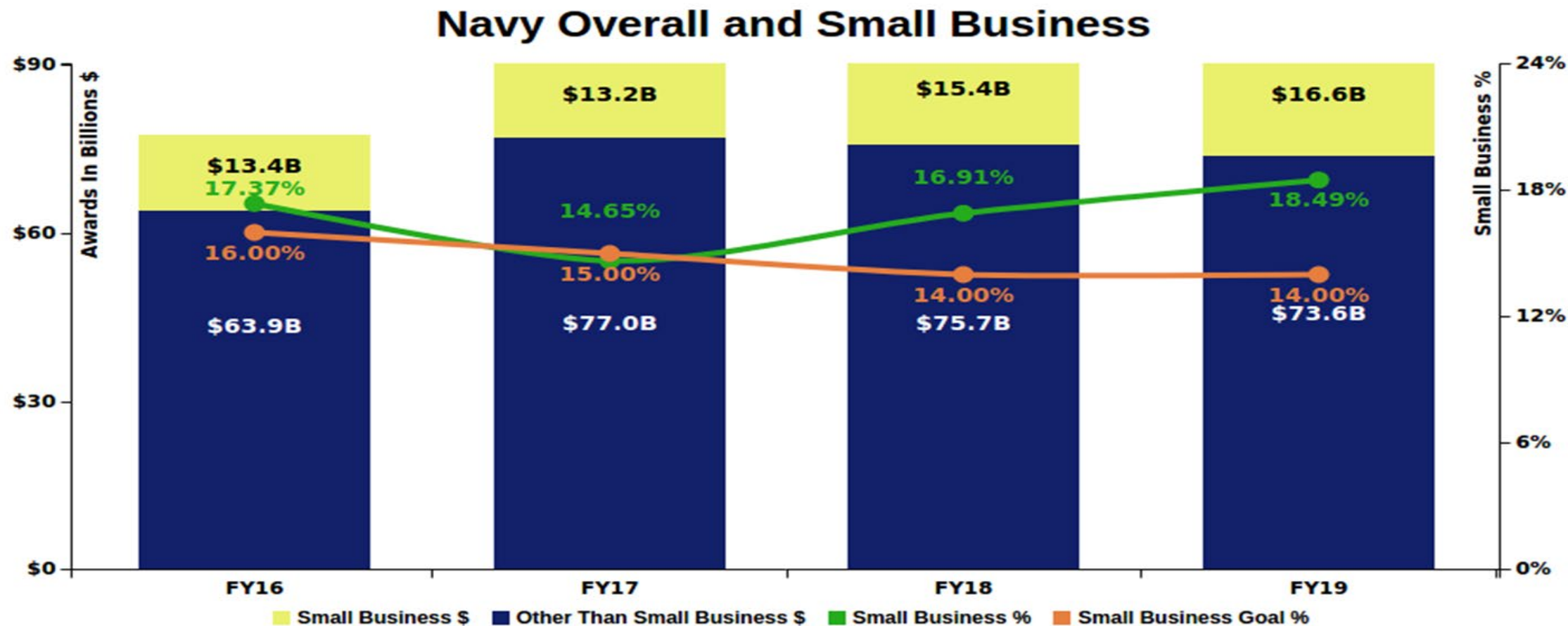


SSP
Ms. Marita
Thompson



FY16-FY19 Award Trends

Department of the Navy Office of Small Business Programs

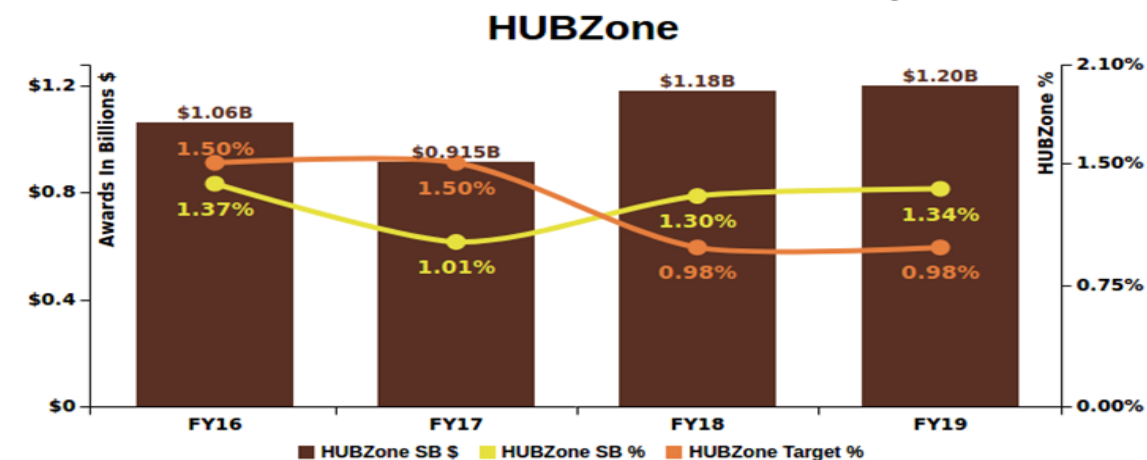
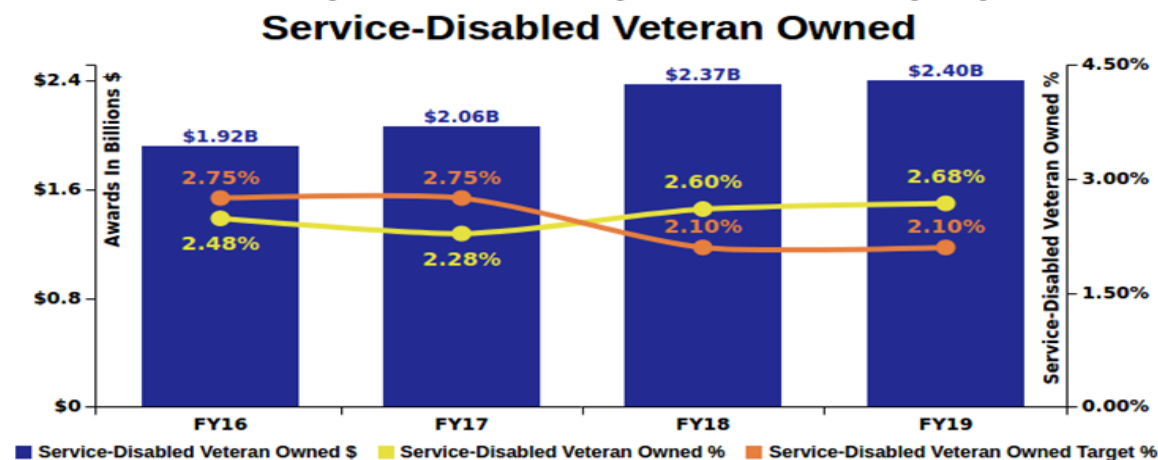
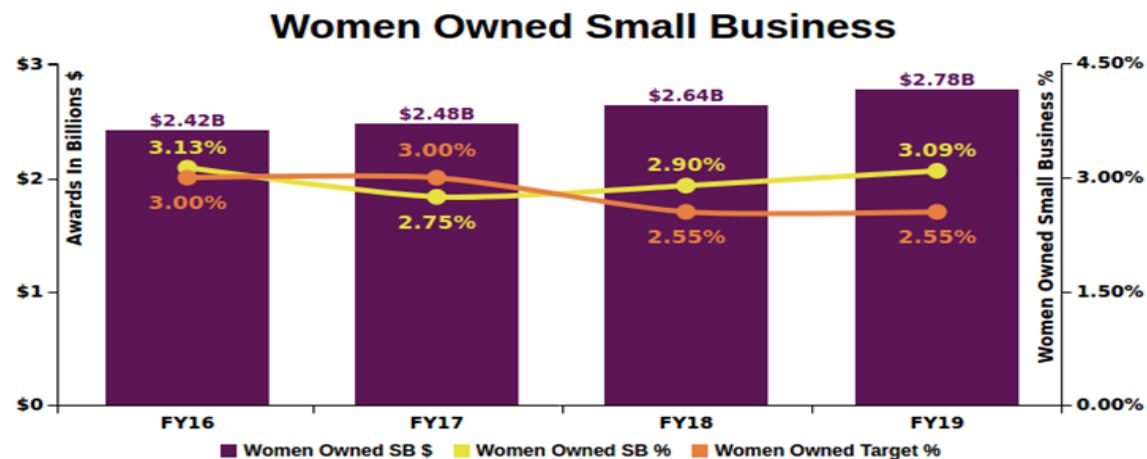
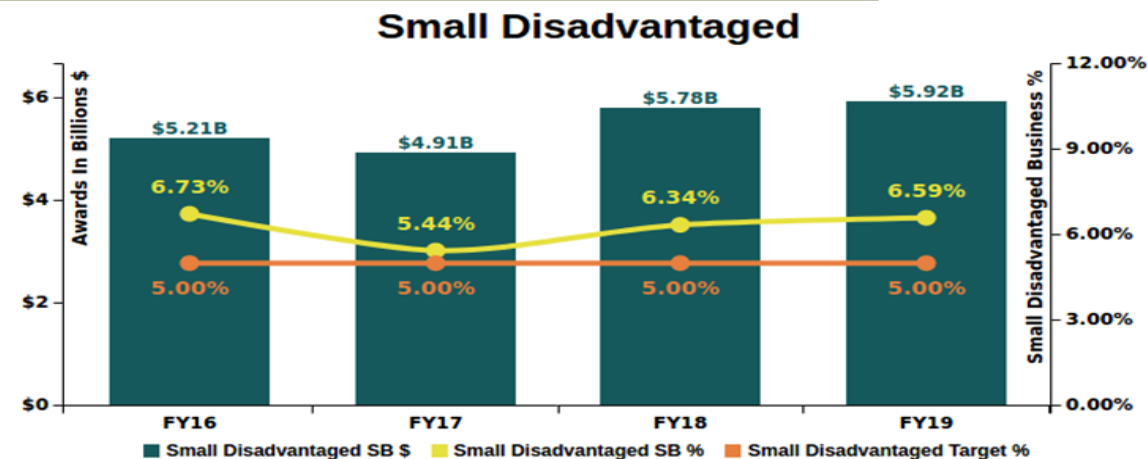


Data for FY16, FY17, FY18, and FY19 are all from validated datasets



FY16-FY19 Socioeconomic Trends

Department of the Navy Office of Small Business Programs



Data for FY16, FY17, FY18, and FY19 are all from validated datasets. FY19 Small Business and Socioeconomic Group awards include "Double Credited" awards for Local Area Set-Aside and Puerto Rican headquartered transactions.



Long Range Acquisition Forecast

Department of the Navy Office of Small Business Programs

Pages - Home x DON-LRAF-Consolidated_APR-20 x +

secnav.navy.mil/smallbusiness/Documents/DON-LRAF-Consolidated_APR-20-Update.pdf

NAVSEA HQ

Search What DON E

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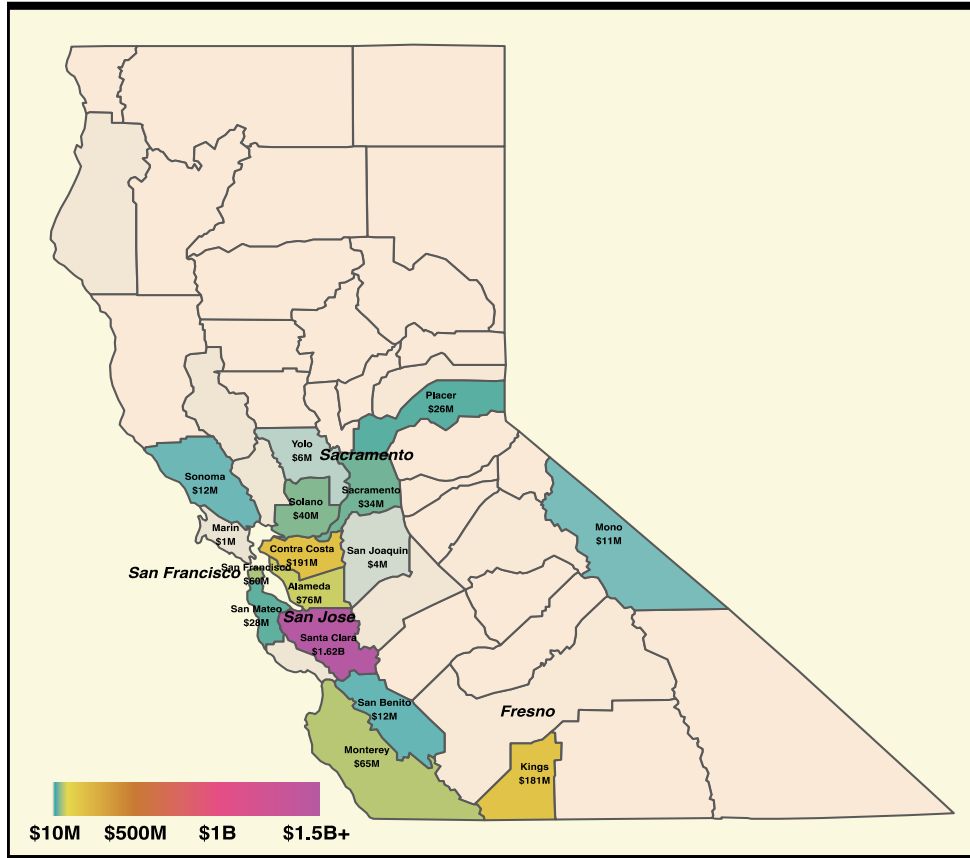
Form ID	Contracting Office	Reporting Office	Program Title	Program Description	PCIC/Contract	Program Office	Anticipated Start Date (Fiscal Year)	Year	Quarter	Task	Contract
NAVSEA-16-0000	NAVSEA-16-0000	NAVSEA-16-0000	CNA-16-0000	F200 CNA-16-0000 Acquisition	PCIC Contract	PMO 212	16-0000	2016	04	2017	01
NAVSEA-16-0010	NAVSEA-16-0010	NAVSEA-16-0010	PCIC-16-0010	PCIC-16-0010 Acquisition	PCIC Contract	PMO 212	16-0010	2016	04	2017	01
NAVSEA-16-0020	NAVSEA-16-0020	NAVSEA-16-0020	PCIC-16-0020	PCIC-16-0020 Acquisition	PCIC Contract	PMO 212	16-0020	2016	04	2017	01
NAVSEA-16-0030	NAVSEA-16-0030	NAVSEA-16-0030	PCIC-16-0030	PCIC-16-0030 Acquisition	PCIC Contract	PMO 212	16-0030	2016	04	2017	01
NAVSEA-16-0040	NAVSEA-16-0040	NAVSEA-16-0040	PCIC-16-0040	PCIC-16-0040 Acquisition	PCIC Contract	PMO 212	16-0040	2016	04	2017	01
NAVSEA-16-0050	NAVSEA-16-0050	NAVSEA-16-0050	PCIC-16-0050	PCIC-16-0050 Acquisition	PCIC Contract	PMO 212	16-0050	2016	04	2017	01
NAVSEA-16-0060	NAVSEA-16-0060	NAVSEA-16-0060	PCIC-16-0060	PCIC-16-0060 Acquisition	PCIC Contract	PMO 212	16-0060	2016	04	2017	01
NAVSEA-16-0070	NAVSEA-16-0070	NAVSEA-16-0070	PCIC-16-0070	PCIC-16-0070 Acquisition	PCIC Contract	PMO 212	16-0070	2016	04	2017	01
NAVSEA-16-0080	NAVSEA-16-0080	NAVSEA-16-0080	PCIC-16-0080	PCIC-16-0080 Acquisition	PCIC Contract	PMO 212	16-0080	2016	04	2017	01
NAVSEA-16-0090	NAVSEA-16-0090	NAVSEA-16-0090	PCIC-16-0090	PCIC-16-0090 Acquisition	PCIC Contract	PMO 212	16-0090	2016	04	2017	01
NAVSEA-16-0100	NAVSEA-16-0100	NAVSEA-16-0100	PCIC-16-0100	PCIC-16-0100 Acquisition	PCIC Contract	PMO 212	16-0100	2016	04	2017	01
NAVSEA-16-0110	NAVSEA-16-0110	NAVSEA-16-0110	PCIC-16-0110	PCIC-16-0110 Acquisition	PCIC Contract	PMO 212	16-0110	2016	04	2017	01
NAVSEA-16-0120	NAVSEA-16-0120	NAVSEA-16-0120	PCIC-16-0120	PCIC-16-0120 Acquisition	PCIC Contract	PMO 212	16-0120	2016	04	2017	01
NAVSEA-16-0130	NAVSEA-16-0130	NAVSEA-16-0130	PCIC-16-0130	PCIC-16-0130 Acquisition	PCIC Contract	PMO 212	16-0130	2016	04	2017	01
NAVSEA-16-0140	NAVSEA-16-0140	NAVSEA-16-0140	PCIC-16-0140	PCIC-16-0140 Acquisition	PCIC Contract	PMO 212	16-0140	2016	04	2017	01
NAVSEA-16-0150	NAVSEA-16-0150	NAVSEA-16-0150	PCIC-16-0150	PCIC-16-0150 Acquisition	PCIC Contract	PMO 212	16-0150	2016	04	2017	01
NAVSEA-16-0160	NAVSEA-16-0160	NAVSEA-16-0160	PCIC-16-0160	PCIC-16-0160 Acquisition	PCIC Contract	PMO 212	16-0160	2016	04	2017	01
NAVSEA-16-0170	NAVSEA-16-0170	NAVSEA-16-0170	PCIC-16-0170	PCIC-16-0170 Acquisition	PCIC Contract	PMO 212	16-0170	2016	04	2017	01
NAVSEA-16-0180	NAVSEA-16-0180	NAVSEA-16-0180	PCIC-16-0180	PCIC-16-0180 Acquisition	PCIC Contract	PMO 212	16-0180	2016	04	2017	01
NAVSEA-16-0190	NAVSEA-16-0190	NAVSEA-16-0190	PCIC-16-0190	PCIC-16-0190 Acquisition	PCIC Contract	PMO 212	16-0190	2016	04	2017	01
NAVSEA-16-0200	NAVSEA-16-0200	NAVSEA-16-0200	PCIC-16-0200	PCIC-16-0200 Acquisition	PCIC Contract	PMO 212	16-0200	2016	04	2017	01



Department of Navy FY19 Northern California

Department of the Navy Office of Small Business Programs

FY19 Department of Navy – Northern California Awards: \$2.37B
Based on Vendor Place of Performance Total



FY19 Data Source: Validated FPDS-NG Data as of 20 February 2020

Total Prime Awards: \$2.37B
Small Business: \$449.62M
Small Disadvantage: \$137.24M
Service-Disabled Veteran: \$24.37M
Women Owned: \$32.64M
HUBZone: \$25.51M

Top 5 Fiscal Year Overall PSCs

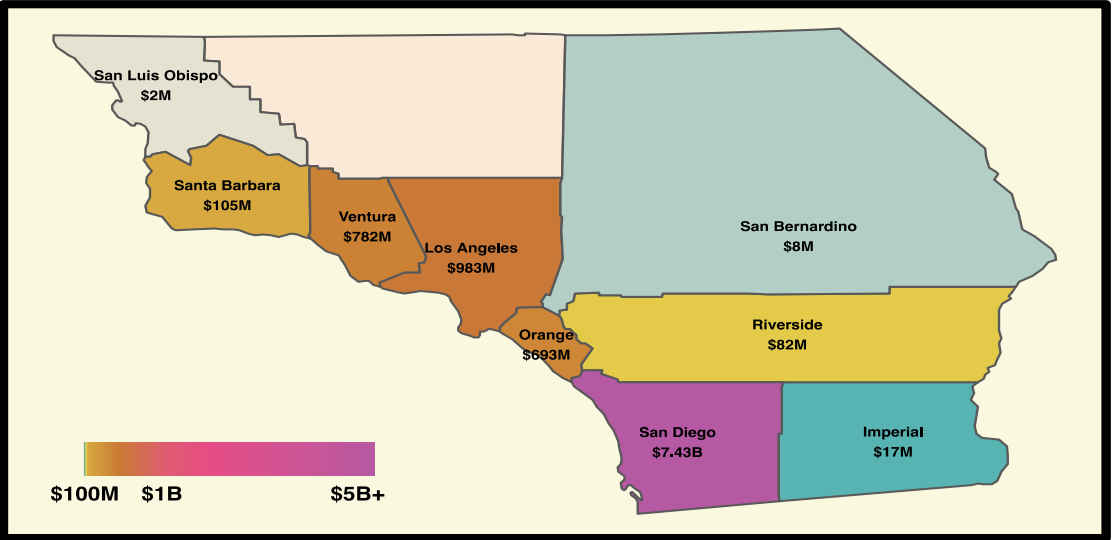
Product or Service Code		Total FY19 Awards
1420	GUIDED MISSILE COMPONENTS	\$1,115.80M
V124	TRANSPORTATION/TRAVEL/RELOCATION-TRANSPORTATION: MARINE CHARTER	\$184.34M
AC22	R&D- DEFENSE SYSTEM: MISSILE/SPACE SYSTEMS (APPLIED RESEARCH/EXPLORATORY DEVELOPMENT)	\$160.67M
L010	TECHNICAL REPRESENTATIVE- WEAPONS	\$108.04M
AR95	R&D- SPACE: OTHER (OPERATIONAL SYSTEMS DEVELOPMENT)	\$98.01M



Department of Navy FY19 Southern California

Department of the Navy Office of Small Business Programs

FY19 Department of Navy – Southern California Awards: \$10.1B
Based on Vendor Place of Performance Total



FY19 Data Source: Validated FPDS-NG Data as of 20 February 2020

Total Prime Awards: \$10.1B
Small Business: \$2.54B
Small Disadvantage: \$1.05B
Service-Disabled Veteran: \$419M
Women Owned: \$552M
HUBZone: \$248M

Top 5 Fiscal Year Overall PSCs

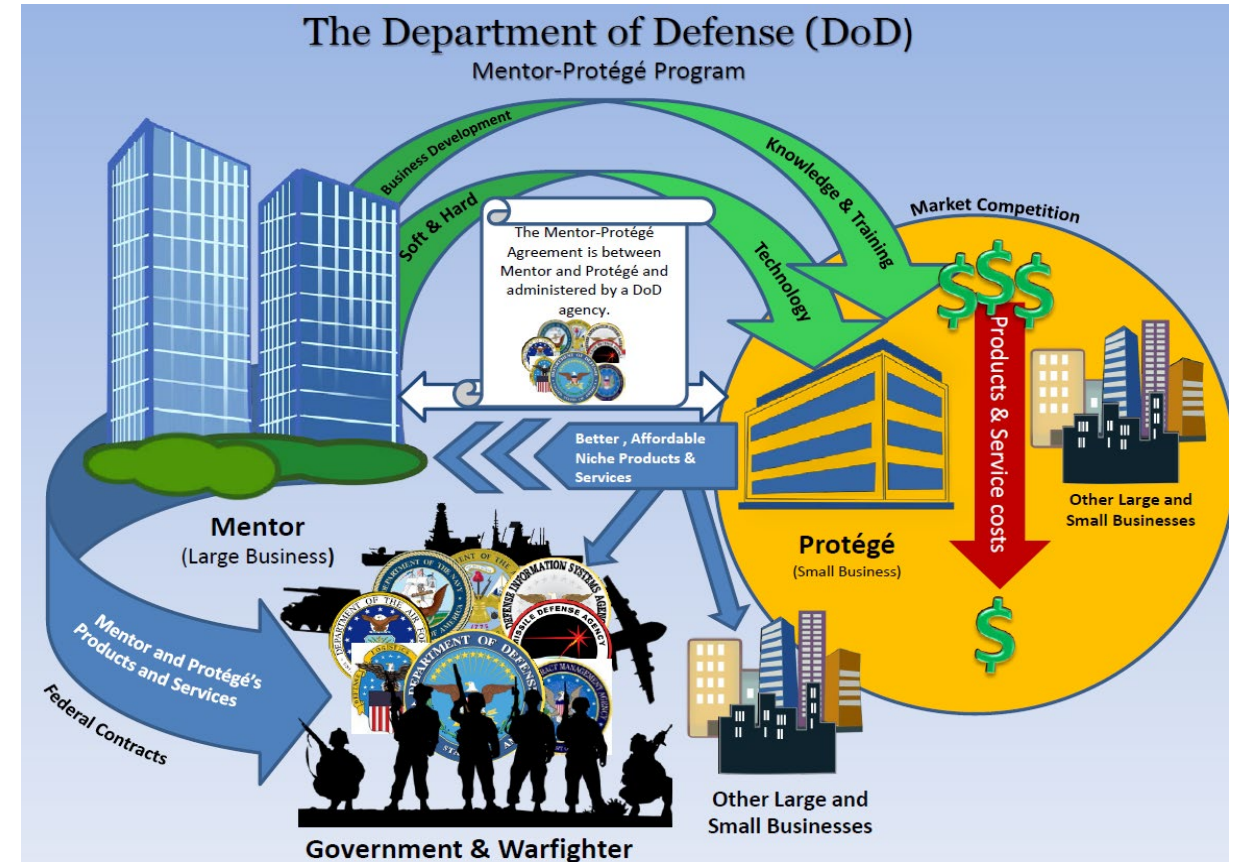
Product or Service Code		Total FY19 Awards
1905	COMBAT SHIPS AND LANDING VESSELS	\$1,126.80M
1915	CARGO AND TANKER VESSELS	\$948.45M
J999	NON-NUCLEAR SHIP REPAIR (WEST)	\$789.79M
R425	SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL	\$622.77M
1720	AIRCRAFT LAUNCHING EQUIPMENT	\$360.50M



Mentor Protégé Program (MPP)

Department of the Navy Office of Small Business Programs

- Pilot program established November 5, 1990 in response to concerns by DOD prime contractors regarding their inability to meet Small Disadvantaged Business (SDB) subcontracting goals.
- Incentivizes DoD contractors to assist small businesses in enhancing their capabilities and increasing their participation in government and commercial contracts.
- DON has administered over 80 Mentor-Protégé Agreements (MPA) in its history.



Navy Gold Coast Event

Department of the Navy
Office of Small Business Programs

www.navygoldcoast.org

#NavyGC2020



August 31 -
September 2, 2020

San Diego Convention Center
111 W. Harbor Drive, San Diego



SBIR/STTR

Department of the Navy Office of Small Business Programs



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www.navysbir.com



Email
navy-sbir-sttr@navy.mil



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<https://www.youtube.com>

DON Office of Small Business Programs Channel



[/deptofnavysmallbusiness](https://deptofnavysmallbusiness)

<https://www.secnav.navy.mil/smallbusiness>

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for public release



Questions

Department of the Navy Office of Small Business Programs



FEMA





FEMA



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Contracting in the COVID-19 Environment Q&A

May 14, 2020



Where Do You Fit In?

There are three phases of disaster contracting that take place

1. Response (1-30 days)

The Response phase can include activities to meet basic human needs such as Joint Field Office setup, Search and Rescue support, Individual Assistance support and Public Assistance support.

2. Recovery (30+days)

The Recovery phase includes efforts to return communities back to self-sufficiency such as Housing and Medical support.

3. Long Term Recovery (beyond 90 days)

Long-Term Recovery is established when the needs of the community and individuals extend beyond the initial 30 to 90 days.

Contracting opportunities can occur at any of these phases.

COVID-19 Contracting Opportunities

Effective immediately, FEMA Solicitation number 70FA2020R00000011 is hereby withdrawn due to an Interagency transition of mission responsibility from FEMA to the Defense Logistics Agency (DLA). Offerors who submitted proposals, capability statements, and/or any response to this solicitation who have not already been contacted will not receive any notices or further correspondence/communications.

For offerors wishing to be further considered, DLA currently has a Request for information (RFI) posted for the following items. (SPE2DS-20-R-COVID19)

CATEGORIES:

- Medical Examination Gloves
- Medical Aprons
- Medical Face Masks (N95 Respirator)
- Medical Face Shields
- Hand Sanitizer
- Surgical Masks
- Swab Viral Transport Kit
- Viral Transport Swabs
- SWAB Nasopharyngeal
- Medical Thermometers
- Human Remains Pouches (HRP's)

TOP COMMODITIES FOR COVID-19

- **Portable Handwashing Stations**
- **Biohazard Waste Bags**
- **Hospital Masks**
- **Hand sanitizer**
- **Tents**
- **Shower Bag**
- **Camping Cooking kit/utensils**
- **Wag Bag**
- **Portable Toilet**
- **Tarp**
- **Lighter**
- **Cot**
- **Sleeping Bag**
- **Malott**
- **Blanket**
- **Oven mitt**
- **Grill for fire top**
- **Bleach**
- **Broom**
- **Dust Pan**
- **Mop**
- **Bucket**
- **Paper Towels**
- **Sponge**
- **Kitchen Bags**
- **Empty Spray bottle**



FEMA



Finding Opportunities with FEMA

If you are seeking to do business with FEMA in support of COVID-19 effort, please be aware that in accordance with the Robert T. Stafford Act, FEMA's goal is to seek local companies within the disaster area for goods and services related to a specific disaster when practical and feasible.

The single point-of-entry to search, monitor, and retrieve Federal procurement opportunities over \$25k is [Beta.SAM.gov](https://beta.sam.gov).

Declarations

Arizona – DR 4524 and 3442 EM
California – DR 4482 and 3428 EM
Hawaii – DR 4510 and 3431 EM
Nevada – DR 4523 and 3443 EM
American Samoa – DR4537 and 3465 EM
CNMI – DR 4511 and 3466 EM
Guam – DR 4495 and



FEMA



COVID-19 Contracting Opportunities

DEPARTMENT OF HOMELAND SECURITY (DHS)

General Solicitation for Innovative Commercial Products In Support of CORONAVIRUS (COVID-19) Response

Solicitation (No. CSOP-HQ-CV-20-00001).

The solicitation will be open and proposals accepted on an ongoing basis.

The Government intends to make awards in Fiscal Year 2020.

All questions and comments regarding this special notice shall be submitted to email address COVID19CSOP@HQ.DHS.GOV.

Supporting the response to COVID-19

If you are interested in **doing business with FEMA and supporting the response to COVID- 19** with your company's non-medical goods and/or services, please submit your inquiry to the Department of Homeland Security (DHS) Procurement Action Innovative Response Team (PAIR) team at DHSIndustryLiaison@hq.dhs.gov.

If you have **medical supplies or equipment to donate**, please [provide us details](https://fema.gov/covid19offers) on what you are offering at <https://fema.gov/covid19offers>.

If you are a private company that wants to **produce a product related** to the COVID response – email nbeoc@max.gov.

If you would like to meet with a federal agency regarding a **vaccine, diagnostic, therapeutic or other medical device** that you are developing for SARS-CoV-2 or COVID-19, please go to medicalcountermeasures.gov.

Contact Information

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Demetria Carter

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Email: Demetria.carter@fema.dhs.gov



FEMA



FEMA & Navy Contracting in the COVID-19 Environment Q&A

The Procurement Technical Assistance Center (PTAC) is funded in part through a cooperative agreement with the Defense Logistics Agency.



Before we go into questions...

Upcoming Events

- ▶ Webinar | Gain Access to Federal Contracts with HUBZone
[Wednesday, May 20, 2020, 10:00am]
- ▶ Webinar | Elevate Your Business with California Multiple
Award Schedules [Wednesday, June 3, 2020, 10:00]
- ▶ Webinar Find Contracting Opportunities with Caltrans
[Wednesday, June 24, 2020 , 10:00 AM]

More at www.NorcalPTAC.org/calendar



Questions?



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Thank you!



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